

## Acclimate Technologies

In this interview, Rob Young, president of Acclimate Technologies, explains the capabilities and benefits that Acclimate's SimpliCIT provides Consona ERP customers and describes some of the other tools available that go well beyond traditional EDI.

### What does Acclimate provide to Consona?

Acclimate provides a low-cost, high-value, worry-free EDI solution for Consona's customers. Our solution, SimpliCIT, costs about one third of traditional EDI solutions and our tools go well beyond EDI.

### With which Consona ERP products do you work?

Based on our unique technology, SimpliCIT can work with any ERP system. We currently have customers using SimpliCIT with four of Consona's ERP solutions: Made2Manage, Intuitive, DTR, and AXIS.

### How long has Acclimate been a Consona partner and tell us about the partnership and integration?

Our designation as Consona's official EDI partner was established in April 2009. However, Acclimate has been integrated with Consona's ERP solutions since 2004. In fact, it was one of our mutual customers who suggested to Consona that they designate us as their official EDI partner. He was so impressed with the flexibility and cost-effectiveness of SimpliCIT and with our supply chain expertise that he arranged the meeting between Consona and Acclimate.

### What are the benefits of Acclimate over other EDI providers?

I'll try to be brief, but there are several:

**Cost Savings:** The cost of processing transactions via traditional EDI is about 35 percent less than the cost of processing them manually or via email. Based on our unique technology, our customers often save as much as 65 percent off the cost of normal transaction processing. Our

customers receive a quick and substantial return on their EDI investment.

### **Better Customer Experience:**

Acclimate provides all components of the EDI solution: the data translator, the network that transports the data, and the connections to the ERP system. If any problem occurs related to EDI, we immediately solve it. With other EDI providers, there is often finger pointing between the EDI provider, the ERP provider, and the network provider that hampers the resolution of any problems. Within our environment, there is only one vendor who takes sole responsibility thereby eliminating all finger pointing.

**EDI Coordinator Outsourcing:** When a company implements EDI, it has to designate someone as the EDI coordinator to work with its trading partners. This work can be time-consuming and often requires someone with substantial EDI experience. Acclimate acts as the EDI coordinator on behalf of our customers. By so doing, this reduces personnel expenses and allows our customers to benefit from our EDI and supply chain expertise.

### You mentioned going beyond EDI. What are some of the other capabilities you offer?

Our philosophy is that if the only thing you're getting from your EDI provider is data translation, you're wasting your money! We have several tools that supplement our EDI solution.

**Analytics:** We have tools that allow customers to run analytics against historical MRP and supply chain data, providing the ability to compare future supply chain activity against historical trends. This powerful tool provides a way to ramp up or scale back inventory and production with more advance notice than is possible with just ERP or MRP alone.

**Shipping Module:** We have a shipping module that includes a configurable



workflow engine. This is especially relevant to companies selling to the automotive industry. Each auto manufacturer has specific documents and required steps related to palletizing, shipping, and tracking. Each vendor's steps required to complete a shipment differ greatly from one another. Our shipping module's configurable workflow tool streamlines the shipping process and eliminates errors. Typically, ERP systems aren't equipped with the proper tools to manage these requirements. Our shipping module provides a very simple and attractive user interface that is easily configurable to multiple trading partners. We have been able to reduce shipping processing times/efforts by as much as 90 percent for our customers.

**Change Order Management:** We have many customers that supply parts to large equipment manufacturers, such as John Deere and Caterpillar. It's very common for these companies to send thousands of change orders to their suppliers over the course of a month. Our EDI solution tracks these changes and helps our customers ensure they manage production to the most current change orders. The ability to deliver accurately and on-time in such a fast-changing environment helps them stand out among the supplier base. An added benefit is that our customers ensure that the companies they are supplying are not violating contract terms. They have the ability to show their customers the violations, which may allow them

to negotiate more effectively on future business transactions.

**Supply Chain Optimization Consulting:**

Acclimate Technologies' team is composed of supply chain experts. In addition to providing an EDI solution and other software tools, we provide supply chain consulting to help our customers optimize their supply chain's efficiency and to eliminate waste.

**Is there any reason why Consona customers who are currently using another EDI solution should switch to Acclimate Technologies?**

Yes, there are several. Many of the benefits I mentioned earlier are not offered by other vendors, which makes it very attractive for companies using other EDI solutions to migrate to Acclimate. These benefits include lower prices, better support and services, supply chain

analytics, and a configurable shipping module. However, there are three things that really stand out.

First, the business environment becomes much less complicated for a company when it can address and effectively meet all its EDI requirements by way of a single vendor. We find that customers who have switched to Acclimate from a different EDI provider spend much less time worrying about and administering their EDI. We provide an excellent help desk and other support services. Because we work so closely with Consona, we can provide first line ERP support for the components of the ERP system that involve or touch EDI. Other EDI vendors are unable to facilitate this.

Second, we recognize that companies have often made significant investments in their current EDI solutions. As a result, we realize this can make it difficult to

justify changing to a new solution. In most cases, our fees for Consona customers who convert to our solution are limited to a small conversion fee and the cost of any trading partner kits they require. As the ongoing costs of working with us are generally less expensive than continuing their relationship with their existing provider, these customers see a significant return on their investment very quickly. The cost of migrating to Acclimate is quickly recovered and they enjoy much lower ongoing EDI costs.

Third, because of our expertise with Consona's ERP solutions, customers can convert very quickly in most cases. As most of our work is completed behind the scenes, it takes very little time and effort from the customer to complete the migration. Overall, we provide not only a better experience and EDI solution, but also we do so with very limited interruption to their business.